

## Message Text

UNCLASSIFIED

PAGE 01 ROTTER 00057 241814Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
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R 241100Z JAN 78  
FM AMCONSUL ROTTERDAM  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 2525  
AMEMBASSY THE HAGUE  
AMCONSUL AMSTERDAM

UNCLAS ROTTERDAM 057

E.O. 11652: N/A  
TAGS: BEXP, BTRA, NL  
SUBJ: FOREIGN BUYER PROGRAM: N.V.F.T. STUDY TOUR TO SAN  
FRANCISCO, CALIFORNIA, MAY 1978

REF: A) ROTTERDAM 842, B) USDOC 480

1. UPON RECEIPT REFTEL (B) WE FURTHER DISCUSSED PLANNING OF NVFT STUDY TOUR WITH ASSOCIATION SECRETARY A. KAULING, WHO MOST APPRECIATIVE FBP ASSISTANCE.
  2. WE EXPLAINED TO KAULING THAT BEFORE PROCEEDING WITH FIRM ARRANGEMENTS WE SHOULD KNOW SPECIAL INTERESTS AND SIZE OF THE GROUP AND HAVE REASONABLE ASSURANCE THAT APPOINTMENTS MADE WILL BE KEPT.
  3. KAULING EMPHASISED THAT STUDY TEAM WILL CONSIST OF NO MORE THAN 20, REPRESENTING AS MANY SUB-SECTORS OF THE INDUSTRY AS POSSIBLE. THEY PLAN TO ARRIVE LOS ANGELES 20 MAY AND DEPART LOS ANGELES 3 JUNE. PURPOSE OF THE TOUR IS TO COMPARE TECHNOLOGY AND TO EXPLORE POSSIBILITIES OF LICENSING AGREEMENTS, JOINT VENTURES AND AGENT-DISTRIBUTOR ARRANGEMENTS. KAULING SEEKS INTENSIVE PLANT VISITS FOLLOWED BY OPEN DISCUSSION OF TECHNICAL AND COMMERCIAL ASPECTS WITH SPECIALISTS.
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4. A WRITTEN REPORT ON ALL VISITS WITH FOLLOW-UP RECOMMENDATIONS TO THE INDUSTRY WILL BE CIRCULATED TO ALL ASSOCIATION MEMBERS.
5. WE WOULD APPRECIATE FBP SUGGESTED ITINERARY IN LOS ANGELES VICINITY FOR SUBMISSION TO NVFT AND TRAVEL AGENT. A LIST OF

SPECIFIED INTERESTS WILL BE AIRMAILED TO FBP ASAP.  
CHRISTIANO

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NNN

## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Approved on Date:**  
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**Disposition Comment:**  
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